Faculty members are required to have the outline submitted to the Academic Affairs Office. The course outline is the form used for approval of new courses by the Academic Affairs and Standards Council.

DEPT. FBMT  COURSE NUMBER: 1190

NUMBER OF CREDITS: 3
Lecture: 0  Lab: 0  OJT 0

Course Title:
Evaluating Farm Commodity Marketing Tools

Catalog Description:
Evaluating farm commodity marketing tools is designed to teach students to evaluate the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will analyze marketing alternatives and apply to farm business marketing.

Prerequisites or Necessary Entry Skills/Knowledge:
None

FULFILLS MN TRANSFER CURRICULUM AREA(S) (Leave blank if not applicable)
Goal 1: Communication: _____ by meeting the following competencies:

Goal 2: Critical Thinking: _____ by meeting the following competencies:

Goal 3: Natural Sciences: _____ by meeting the following competencies:

Goal 4: Mathematics/Logical Reasoning: _____ by meeting the following competencies:

Goal 5: History and the Social and Behavioral Sciences: _____ by meeting the following competencies:

Goal 6: The Humanities and Fine Arts: _____ by meeting the following competencies:

Goal 7: Human Diversity: _____ by meeting the following competencies:

Goal 8: Global Perspective: _____ by meeting the following competencies:

Goal 9: Ethical and Civic Responsibility: _____ by meeting the following competencies:

Goal 10: People and the Environment: _____ by meeting the following competencies:
Topics to be Covered (General)

- Current marketing plan
- Costs as they relate to cash flow needs
- New alternatives

Student Learning Outcomes

1. Analyze various farm marketing tools
2. Calculate price risk
3. Chart commodity price movement
4. Explain call options
5. Explain put options
6. Interpret farm commodity charts to identify marketing opportunities
7. Recognize changes in government farm programs
8. Recognize changes in insurance
9. Relate current government farm programs to the farm business

Is this course part of a transfer pathway: Yes ☐ No ☒
*If yes, please list the competencies below

Revised Date: